

Message Text

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PAGE 01 BELGRA 04654 211313Z
ACTION EUR-12

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R 201554Z JUN 78
FM AMEMBASSY BELGRADE
TO USDOC WASHDC
INFO SECSTATE 6982
AMEMBASSY MADRID
AMEMBASSY LISBON
AMCONSUL OPORTO
AMCONSUL SEVILLE
AMCONSUL ZAGREB

UNCLAS BELGRADE 4654

EO. 11652: N/A
TAGS: BEXP, YO
SUBJECT: MINING EQUIPMENT TRADE SEMINAR MISSION, NOVEMBER 1978

REF: USDOC 10830

1. EMBASSY IS PLEASED THAT SALES SEMINAR APPROACH WILL BE UTILIZED DURING VISIT OF TRADE MISSION GROUP. WE BELIEVE THIS MOST EFFECTIVE AND LEAST TIME CONSUMING WAY OF COVERING MARKET.

2. FOLLOWING RESPONDS TO QUESTIONS RAISED IN REFTTEL:
A. IT WOULD BE DESIRABLE IF PARTICIPANTS COULD VISIT R.T. BOR FACILITIES IN SERBIA AND/OR A COUPLE OF MINING ENTERPRISES IN BOSNIA/HERCEGOVINA. PURPOSE OF TRAVEL WOULD BE FOR SITE VISITS AND SOME BUSINESS APPOINTMENTS. ROUND TRIP TO BOR COULD BE ACCOMPLISHED FROM BELGRADE IN ONE FULL DAY. BOSNIA/HERCEGOVINA VISIT WOULD REQUIRE AT LEAST TWO FULL DAYS. PARTICIPANTS COULD BE LODGED IN SARAJEVO FOR B/H TRAVEL.

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PAGE 02 BELGRA 04654 211313Z

B. IN VIEW OF NUMBER OF PARTICIPANTS WE RECOMMEND HOLDING SEMINAR (IN BELGRADE) ON TWO SUCCESSIVE MORNINGS. THIS IS BASED ON ASSUMPTION EACH PRESENTATION WOULD LAST APPROXIMATELY 45 MINUTES AND THAT PARTICIPANTS WANT TIME FOR INDIVIDUAL APPOINTMENTS FOLLOWING PRESENTATIONS. IF PAPERS ARE SUBSTANTIALLY SHORTER THAN 45 MINUTES SEMINAR PROBABLY COULD BE HELD IN ONE DAY. ASSUMING QUALITY OF PRESENTA-

TIONS IS GOOD WE DO NOT ANTICIPATE A MARKED DROP IN ATTEND-
ANCE ON SECOND MORNING.

3. EMBASSY CONTROL OFFICER WILL BE E/C OFFICER
CHRISTOPHER HILL.
EAGLEBURGER

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NNN

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